



## **TRIP REPORT**

**October 19-23, 2011**

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## **I. EXECUTIVE SUMMARY**

The Baja Project team visited El Barril from October 19-23, 2011. The main objectives of the trip were to work with the community health committee on plans for a new clinic and ensure that the solar panels were properly installed and meeting the communities' needs. The team also held small business development workshops on communication and marketing and worked to advance current projects such as the kinder, scholarships, aquaculture, telecommunications and the community garden.

The team discussed plans for a new health clinic with Luis and the health committee. Luis and Lino created a model health clinic, and the Baja Project assisted the health committee in hosting a community meeting to discuss community involvement for creating a new clinic. Committee members asked the community to contribute funds for bathrooms for the existing structure and contribute two work days to the construction of the new building. Fifteen families signed the contract at the meeting.

The Baja Project was pleased to see that the solar panels had been installed and were working for all families except one. The team discussed maintenance of the systems with community members and offered to contact Iluméxico about the panel that was not working. The Baja Project also noted that the community had reduced the generator's hours to six per day.

Business workshop participants learned about verbal and non-verbal communication as well as listening skills in the first workshop. The second workshop focused on the concepts of marketing and how they could be applied to improve each of the cooperative's operations. Although attendance was smaller than during the first round of workshops, the participants were actively engaged in learning the new concepts.

During the trip, the Baja Project was able to attend a meeting with the fishing cooperative, members of an NGO called ProNatura and CONANP. The meeting was both positive and productive and included a discussion of problems to be addressed, fishing competitors in the region and previous cooperative successes. ProNatura and the Baja Project will continue to stress the importance of goal setting and utilizing resources such as the ice house. In addition, the team learned that four women had just attended a three-day marketing class given by CONANP and all groups were gearing up for the holiday season.

The Kinder project is serving the needs of the community and the Baja Project is happy to continue funding a portion of Zaira's salary. The team visited a session of the Kinder and noticed that the bathroom had been completed and the windows had been fully installed. In addition, the Baja Project learned that the Mexican government may have funding for telecommunications infrastructure in 2012-13.

The Baja project was disappointed to learn that the aquaculture group had not made progress since the last visit. However, after a meeting with Mr. Jameson, the team was pleased when he decided to provide funding for a marine expert to allow the group to move forward. The team also disbursed scholarship payments and met with Johnny's family to discuss resources and the possibility of continuing his education at the university level. Finally, the community garden was quite dry after the summer season, but the Baja Project met with garden leaders to discuss seeds and harvests that would occur during other parts of the year.

## **II. INTRODUCTION & OBJECTIVES**

Unfortunately, Ayal was not able to go on the trip. The team had the opportunity to conduct two additional small business workshops and follow up with community members about the solar panels. The Baja Project also made great strides towards developing a new health clinic and followed up on all current projects.

## **III. ITINERARY**

### **Wednesday, June 19th**

- 9:00am Meet at Montgomery Field
- 9:45am Depart for El Barril
- 11:30am Stop in San Felipe
- 1:00pm Arrive in El Barril
- 3:00pm Go to town, meeting with NGO workers, talk to community members about workshops & attend fishing co-op meeting
- 5:00pm Fishing
- 7:00pm Dinner preparations
- 8:00pm Amy's birthday celebration & dinner
- 12:00pm Team retires

### **Thursday, June 20th**

- 9:00am Breakfast & meeting with Luis, Lino, Carina & Rigo about the clinic & solar panels
- 10:45am Depart La Mancha for El Barril. View installations of solar panels, invite community to workshops, meet with the sewing cooperative, meet with Claudia to schedule a health committee meeting, discuss purchasing goods for the holiday bazaar with Ofelia and Claudia
- 2:00pm Return to La Mancha for lunch
- 3:15pm Depart La Mancha for El Barril. Speak with solar panel recipients, meet with Zaira, deliver scholarships & discuss academic progress
- 6:45pm Return to La Mancha
- 8:00pm Dinner

11:00pm Team retires

**Friday, October 21st**

8:00am Breakfast and workshop planning

9:30am Kinder visit

10:00am Meeting with the health committee, deliver invitations for community meeting and check on solar panels

12:30pm Return to La Mancha & have lunch

1:00pm Workshop planning

3:15pm Team departs for the primary school

4:00pm Communication workshop

6:00pm Dinner with Lino and family & birthday celebration for Cristian

10:00pm Return to La Mancha

11:00pm Team retires for the evening

**Saturday, October 22nd**

8:00am Breakfast and workshop planning

9:30am Team departs La Mancha

10:00am Marketing workshop

2:00pm Return to La Mancha

6:00pm Turtle group meeting

8:00pm Community meeting about the health clinic in La Cancha

10:00pm Return to La Mancha and have dinner

12:00pm Team retires

**Sunday, October 23rd**

8:00am Breakfast

9:00am Depart La Mancha, take water sample and collect artisan crafts for the holiday bazaar

9:45am Depart El Barril

1:30pm Arrive in San Diego

## **IV. FINDINGS**

### **A. Water Resources and Purification**

#### *Summary of Prior Progress:*

During the last trip, the Baja Project reviewed water diaries that Agustín kept during the preceding month. The team found that some community members do not pay for their water on time and that community members owe a total of 6,700 pesos for unpaid debts. Agustín said he couldn't enforce payment because he was just a volunteer. However, what is most concerning is that the town hasn't set up a system to pay for replacement parts, such as lamps and filters. Filters cost 350 pesos each and need to be replaced every three months. The team plans to research how much lamps cost, especially since El Barril's lamp has needed to be replaced for a while. Agustín's water diary showed that 30 garrafones (the smallest size) were tracked during the month while 14 bidones and two tibores (the largest size) were tracked. The community charges 15 pesos for garrafones, 35 pesos for bidones and 120 pesos for tibores.

*Trip Objective: See the accounting books, test the water and talk to Agustín about ways to save in order to pay for replacement supplies.*

The consultants visited Agustín's house on three different occasions but were unable to meet with him to discuss a savings system. However, the Baja Project was able to view the water register and noticed that community debt for water had increased to over 1000 pesos. This was not surprising as the town had just survived a three month off-season, in which fishing was scarce. As usual, consultants tested the water the morning of departure. Water was tested for chloride, nitrate-nitrite, iron, calcium, lead, arsenic and sulfate. The results need to be interpreted by a professional, and the Baja Project has requested assistance from a professor at UCSD.

#### *Future Objectives:*

The Baja Project will continue to communicate with Agustín about possible savings mechanisms and will monitor the water tower for additional signs of disrepair and help facilitate communication between Manuel Maldonado and the community about any potential government assistance with water tower repairs. The consultants will continue to monitor the water quality every six months, on trips taken by plane.

### **B. Business Workshops**

#### *Summary of Prior Progress:*

During the last trip, consultants gave two small-business development workshops that addressed basic accounting and leadership skills. The first workshop, attended by 13

community members from the Fishing Co-op, the Mar Azul Co-op, the AMBAR Co-op and the Aquaculture Co-op, addressed leadership skills. Attendees who participated in the activities demonstrated their understanding of the concepts during post-activity de-briefs. The second workshop, attended by 12 community members from the same co-operatives as mentioned previously, taught attendees how to write mission statements and goals and objectives for small-businesses. It also taught them basic accounting concepts and terminology including assets, liabilities, depreciation, cost of goods sold, gross profit, expenses and net income. Pre and post workshop evaluations were conducted to measure the efficacy of the workshops.

*Trip Objective: Conduct communications and marketing workshops and measure their effectiveness.*

As part of the Clinton Global Initiative Commitment to Action, consultants carried out two more small-business development workshops. The first workshop challenged participants to develop a soft skill: communication. Three attendees from the artisan co-operatives took part in a number of activities that demonstrated the ways in which people communicate (i.e. verbal, non-verbal and listening). Consultants led participants in a “telephone”, non-verbal acting of emotions, and verbal directional drawing activities. Participants enjoyed the activities and revealed their understanding through post-activity debriefing.

The second workshop was aimed at providing instruction on how participants could market and publicized their products to their targeted consumer group. Before delving into the marketing and PR workshop, Baja Project consultants went over concepts discussed during the June trip workshops. Topics included: the definition of small-business objectives, goals and mission, and accounting basics. Six community members partook in the activities related to marketing and promotions. The team went over the definition of marketing, the five “P’s” (Puesto, Precio, Promociones, Persona Objetivo and Producto) and gave examples of each concept using Coca Cola.

Pre and post test surveys showed improvement in understanding in both workshop topics. Attendance was small because fishing co-op members could not attend until 8pm because they were working over 10 hours each day after not working for three months during the off-season.

*Future Objectives:*

The Baja Project will conduct two more workshops centered around computer skill development. Four computers were donated from San Diego Futures Foundation and were brought to the community with Microsoft software in October. Many community members have been exposed to computers but have never been given formal instruction in how to use the various programs. The first workshop we conduct in December will be a “Computer Basics” workshop introducing the various computer components to participants. We will teach them how to turn the computer on and off, how to keep it clean, go over computer guidelines, how to type, etc. The second workshop will show them how to navigate the various Microsoft programs, such as Word, Excel and Publisher. The hope is that they will be able to use Excel to do basic accounting, Word to

write business letters, and Publisher to create marketing and PR material. We will leave them with a “how-to” manual.

### **C. Aquaculture**

#### *Summary of Prior Progress:*

Los Callos de Golfo (CG) completed all of the paperwork to register formally with the Sociedad de Producción Rural (SRP) or Rural Production Society, but they had yet to submit paperwork for the Permiso de Acuicultura de Fomento (permission for the development of aquaculture) which requires water testing to be conducted by a marine expert. During the June trip, the Baja Project met with Manuel Maldonado (SEPESCA) and the CG group on the last day of the trip to discuss next steps. The CG group planned to have the flupsy constructed and placed in the water by August.

*Trip Objective: Determine progress made by the aquaculture group and decide what further steps the Baja Project can take to assist CG.*

The Baja project learned that the group had not met since the June trip and had made no additional progress. The team spoke with Luis in great detail about the group’s lack of motivation and encouraged Luis to let the Baja Project know if there was anything the team could do to help the group progress. The team continued to emphasize the importance of setting short-term, measureable goals. After a meeting between Mr. Jameson and the Baja Project, Mr. Jameson decided to donate the money to hire a marine expert that would get the group to the next level.

#### *Future Objectives:*

The Baja Project will follow up with CG about the marine expert. Additionally, the Baja team will maintain the relationship with Manuel Maldonado and continue to offer support.

### **D. Electrification/Solar Panels**

#### *Summary of Prior Progress:*

During the June trip, the solar panels had not yet been installed but were en route to El Barril. The community generator was being run eight hours a day and we discussed the costs with the generator administrators.

*Trip Objective: Confirm receipt and installation of all twenty solar panels; realize house visits to discuss with solar panel recipients how they liked their solar panels, if they were having any problems and also to stress the importance of good panel maintenance.*

Throughout the four days of the trip, the team visited all the families that had received a solar panel to discuss the functionality of the solar panels. The consultants discovered that all panels had been paid for by the families; two panels had not yet been installed; one panel was sold by a community member to someone outside of the community; one solar panel system did not work (most likely the wiring, not the actual panel); and one family had already experienced a burnt light bulb. The families all expressed appreciation for the solar panel and commented on



how useful it was, especially since the community generator had only been run for six hours in the afternoon/evening.

The community generator was only being run for six hours daily, down from eight hours during the June trip. This decrease was mainly due to the fact that most people (fishermen) had not worked much during the summer months due to poor fishing and extreme heat. Amilia, the generator administrator, commented that over the summer a crank on the generator broke and that the community did not have any funds saved in the generator account to replace the part. Instead they managed to repair the part, but Amilia mentioned that they needed to start saving money in order to replace the crank and also in case of any other repairs needed.

#### *Future Objectives:*

There are ten more families interested in participating in the solar panel project, thus during the December trip the team would like to confirm these family's participation and create a proposal for the second set of panels. The Baja Project will also follow up with Iluméxico concerning the panel that is not functioning and also concerning the new order of solar panels. The consultants will also follow up with the generator administrators about creating a savings plan.

### **E. Health**

#### *Summary of Prior Progress:*

The Baja Project has established contacts with the Flying Samaritans and UCSD's VIIDAI and Global Health programs. During the June trip the team met with members of the Health Committee to create a design for a possible expansion of the health clinic. The team also discussed concerns about who would keep the keys to the clinic and access to medical supplies with several community members. The health committee planned to meet with a government social worker about resolving the issue.

*Trip Objective: Follow up with Luis about the cost of clinic materials and meet with the Health Committee about the clinic.*

The Baja Project met with Luis to discuss the health clinic shortly after arriving in El Barril. He had obtained quotes for materials from both Ensenda and Guerrero Negro and wanted to be sure about the clinic design before providing the team with a quote. Luis explained that expanding the existing clinic could actually cost as much as or more than building an entirely new clinic. He was concerned about the cost of raising the height of the building to ensure greater air circulation and privacy.

The team learned that El Barril had a new Health Committee and that Claudia was the new president. Other members included Rodrigo as treasurer, Ramon as secretary, Carina as first aide manager, Lino as cleaning manager and Amelia and Maricela. The new group had been in place for a month and had their first meeting when the team was present. The committee expressed the need to create bathrooms as part of the existing clinic so that doctors from the mobile clinic or other groups like the Flying Samaritans could have access to facilities and an incentive to stay in the community longer. The committee decided to ask each family in the community for 200 pesos to cover the costs of constructing bathrooms. The committee liked the idea of constructing a new clinic rather than expanding the existing facility and agreed that the whole community would need to provide sweat equity to construct the clinic. The committee

decided to hold a full community meeting on the teams' last night in town to ask community members for their commitment to the project.

Luis and Lino created a model of the health clinic to bring to the community meeting. The model was great for starting a community conversation and generating excitement about the project. The committee asked each household to sign a contract stating that their family would commit to two full days of work to help construct the facility. Families would also have the option to pay someone else to work the two days if they were unable or did not have the time to do it themselves. The team planned the meeting for 8pm in the hopes that the men who went fishing would be done working for the day, but a few families were still not in attendance. However, fifteen families signed the contract and the health committee agreed to follow up with other residents about signing on to the project.

The team learned that the health truck had been to the community in September after a five month absence. The team of Samaritans dentists has also visited and had asked the health committee if the community had space for them to store some of their materials. Ample storage space has been included in the new design to account for this need.

#### *Future Objectives:*

The Baja Project will follow up with Luis about a budget for the clinic construction and with the health committee about community commitment to the project. The team will also follow up with the Flying Samaritans.

### **F. Scholarship Program**

#### *Summary of Prior Progress:*

During the previous trips, scholarship funding disbursements were made to the three recipients: Johnny, Anahi, and (Marceli) Zurisiday. Johnny has one year remaining to complete his secondary education in Constitución and Anahi has one more year of education to complete in El Barril. Zurisday is continuing her secondary school studies in Guerrero Negro where her mother currently lives to be closer to medical services.

*Trip Objective: Follow up with the students or families of scholarship recipients to see how studies are progressing and the future plans of students.*

Prior to arriving in El Barril, the Baja Project received an e-mail from Luis indicating that Johnny was in need of a new computer. He does not have free access to computers or the internet at school and has been spending a significant portion of his scholarship money on fees at internet cafes. The Baja Project spoke with both Chela (Johnny's caregiver) and Roberto (Johnny's father) about the situation and the fact that the family cannot afford to buy him another computer at this time. Johnny will be finishing school this year and has expressed interest in continuing his studies at the university level, but the family is unsure of how they would pay for further educational expenses. The team is sympathetic towards Johnny's needs but feels it would be unfair to purchase a computer for Johnny without getting one for other scholarship students. The Baja Project also met with Anahi and Zurisday's mother. Both students have adapted well to the new school year.

To simplify the scholarship disbursement process, the team decided to give each recipient three equal payments this year. Anahi and her family will receive \$135 on each of three trips and Jurisday and Johnny will receive three payments of \$270.

*Future Objectives:*

The Baja Project will follow up with Johnny and his family about the possibility of continuing his education. The team will also work with the new consultants to address transparency issues in the round of applications for the next academic year. Finally, the team will work with community teachers to find the best use of the newly donated computers.

## **G. Preschool/Kindergarten**

*Summary of Prior Progress:*

In June, the team evaluated Zaira and the students and concluded that Zaira was doing an excellent job. She had the support of the parents and CONAFE and would continue teaching during the 2011/2012 school year. Junior was the first student to graduate from the Kinder.

*Trip Objective: Observe the progress on the Kinder construction, evaluate Zaira and the new and continuing Kinder students. Also, speak with Zaira about CONAFE's role in the Kinder and how to secure her salary from sources other than Baja Project.*

On Friday, October 21, we visited the Kinder. Zaira and Isis were giving class to six students – four are of Kinder age and two are of preschool age. Zaira showed us the registration of the students, the work they had done in the first month of classes and also the progress done on the Kinder building. The windows had been fully installed, the bathroom was finished except for the installation of the sink and the door to the Kinder has yet to be installed.

The Baja Project will continue to fund part of Zaira's salary, since CONAFE only gives her a small stipend of \$100 per month in order to attend the monthly trainings. On this trip, Zaira mentioned that she would be going to CONAFE at the end of October to submit the student's school registration, receive training and also pick-up school materials.

*Future Objectives:*

On the December trip, the team would like to visit the office of CONAFE to speak to them more in detail about their work with the Kinder in El Barril and most importantly about how we can get Zaira's salary fully-funded by either the government or an NGO, or both. In December the consultants will also visit the Kinder as normal to gauge progress.

## **H. Fishing Co-op**

*Summary of Prior Progress:*

Over the last few months there had been little progress with the Fishing Co-op in terms of Baja Project and co-op relationship. Few co-op members attended the business workshops and the co-op shows little interest in working with the Baja Project.

*Trip Objective: Meet the new co-op directive, invite members to the second round of business workshops and continue to forge a better relationship with the co-op.*

On Wednesday, October 19 (the day we arrived), we met representatives from the NGOs ProNatura and CONANP. ProNatura invited us to a meeting with the Fishing Co-op, which was very positive and productive. Topics mentioned in the meeting included: problems the co-op needs to address, fishing competitors in the region, successes the co-op has had in the past (including the purchase of the ice truck), and the possibility of getting the ice-house up and running. ProNatura and Baja Project joined in stressing that the co-op should look toward the future and create goals it would like to accomplish in both the short and long-term, including using the ice-house and having a small-scale fish production plant that exports its products. ProNatura stressed the importance of the ice-house and how the co-op was letting a huge asset and resource just go to waste. Baja Project offered to help the co-op do a cost-benefit analysis on the ice-house including how much would need to be invested to get the ice-house up to full capacity and how much would the co-op need to produce in fish in order to be profitable while using the ice-house. The co-op members were very responsive to these ideas.

During the meeting, ProNatura and the Baja Project also stressed the importance of good administration and management of the co-op. We invited the co-op members to the business workshops, but again only three attended, and none of whom are on the directive.

*Future Objectives:*

The Baja Project found a strong ally and partner in ProNatura and will follow up with them and hopefully work closely with them and the co-op during the next few trips. In December, we would like to have a meeting with the Fishing Co-op directive to discuss the possibilities of actually undertaking the cost-benefit analysis of the ice-house.

## **I. Community Garden**

*Summary of Prior Progress:*

During the June trip, the summer heat was affecting the crops. This was evident in spots on the tomatoes in the garden. The watermelon had grown large and Don Toño and Facundo reported that the squash, onion and radish harvests had turned out well and had been distributed to the children at the school. The Baja Project sent \$200 to Don Toño to purchase seeds and fertilizer.

*Trip Objective: To check on the progress of the garden and see how the Baja Project can continue supporting the success of the garden.*

The summer heat took its toll on the garden. However, the team was able to speak with both Don Toño and Facundo about future plans for the garden. They plan to continue the relationship with the primary school children and work on the proper timing for managing all crops. Although the seeds for new season of the garden had not been purchased during the time of the trip, Don Toño assured the team that the purchase would take place before the end of October.

*Future Objectives:*

The Baja Project plans to follow up with Don Toño about the new seeds and continue to promote the importance of the garden with community members.

**J. Women's Co-ops**

*Summary of Prior Progress:*

Claudia and Ofelia had begun to expand their businesses, selling to markets outside of El Barril. They attended the small-business workshops and Mar Azul was inactive. The sewing co-operative was not working because they didn't have any orders, and none of the sewing co-op members went to the accounting or leadership workshops.

*Trip Objective: Encourage the women to attend the small-business development workshops, as well as monitor their sales progress.*

Both women's jewelry co-operatives have been active, as well as Ofelia's recycled material purse business. Four participants from the women's co-operatives attended a three-day marketing class given by CONANP the first weekend of October in a nearby town. Ofelia, AMBAR and Mar Azul gave Baja Project merchandise to sell at IR/PS at a Holiday Fair that will be hosted by both Baja Project and Development Club. Both Mar Azul and AMBAR will participate in a silver workshop that CONANP is giving to the women in late October.

Ofelia had just sold nine purses the weekend before. Claudia, of AMBAR, had also shown her catalog to another international buyer, who ended up purchasing a few pieces of jewelry from her. Chela and other members from Mar Azul were building their merchandise supply.

The sewing co-op was busy with orders for the holiday season. Many of the community members owed them money for orders made during the fishing off-season. Now that fishing had started up again, families were paying their debt to the sewing co-op. The sewing co-op members talked about their plans to buy a new sewing machine with some of the indebted money. They also planned on buying another sewing machine with money they planned to borrow from Agustín.

*Future Objectives:*

Consultants want to continue to work with the women's co-operatives to help them develop their business skills so that they can offer their products in markets outside of El Barril.

**K. Telecommunications**

*Summary of Prior Progress:*

During the last trip, the consultants visited Piedras Blancas Ranch to talk to the owner, Luis' cousin, who had just purchased three antennas which lie between his ranch and Guerrero Negro and give his ranch internet and telephone capabilities. It would cost \$10,000 to connect El Barril to this ranch. However, the government would build infrastructure to connect El Barril to internet and telephone when it had funding. The government project wouldn't connect El Barril to Piedras Blancas Ranch, which means that El Barril wouldn't rely on the infrastructure at

Piedras Blancas to function in order for it to function at El Barril. It would be self-sustaining. However, funding might take a year or two because El Barril's contacts at Desarrollo Social were replaced, and the new contacts would have to be courted and introduced to El Barril again.

*Trip Objective: Get updated information on the current relationship El Barril has with Desarrollo Social. Figure out the various possibilities of jumpstarting this project.*

Luis described that the government had told him that there would be funding for the infrastructure in 2012-13. If El Barril wanted internet and telephone access quicker, then they would have to go through a private contractor. It would cost \$10,000 for infrastructure that would supply three telephone lines and internet to the town, instead of seven lines and internet that the government infrastructure would supply for \$30,000.

*Future Objective:*

Baja Project will research other options to bring internet and telephone access to El Barril, as well as revisit Qualcomm Wireless Reach program for rural developing towns to see if El Barril is compatible with their program now that Rancho Piedras Blancas has infrastructure nearby.

## **L. Turtle Project**

*Summary of Prior Progress:*

This is a new section of the Baja Project report. While the team was informed about the Sea Turtle Project before, the Baja Project had never been involved.

*Trip Objective: Learn more about the Sea Turtle Project and see how the Baja Project can get involved.*

On Saturday, October 22, Lino invited the consultants to attend the turtle meeting, in which each member of the group presented a different species of sea turtle. This meeting was in preparation for the team to attend a sea turtle conservation convention that will take place in Baja California Sur in January.

Lino started the turtle conservation group over two years ago and has attended conventions in the past. Now he has expanded the group to include Maria Jesus and eight youth from the secondary school. The group has uniforms (t-shirts, caps and backpacks) and has been patrolling the beaches at night trying to observe the amount of the turtles that come near El Barril.

*Future Objectives:*

Continue attending the turtle group's meetings and assisting in any way possible with their efforts and activities.

## **V. CONCLUSIONS**

The October 2011 trip to El Barril was a success. The team was pleased to see that the solar panels were meeting the needs of the community and felt that the community health meeting represented a step in the right direction for the health committee. The team followed up on all projects and began to make preparations for the community meeting in December.

When the team learned that the community health workers had just visited El Barril after not being there for five months, the consultants were even more motivated to work on health issues in the community. The Baja Project worked with community leaders and the health committee to create a model clinic and present the idea for a new health clinic at a community meeting. The initial response was positive, and the Baja Project plans to follow up with the community as well as clinic workers about the new design.

The team has noticed some challenges around management of community resources such as water and electricity and will continue to work with community leaders to address the idea of a savings plan. The Baja Project noted that not all residents were paying for water and that the community water debt had grown. With regards to energy, the Baja Project noticed that generator hours had been cut from eight daily to six. However, community residents who did receive solar panels expressed that they were working well in all but one case.

The Baja Project also hosted business workshops on communications and marketing during the trip. The workshops presented the perfect opportunity for cooperative members to brainstorm new ideas and gain new skills to assist them with their small businesses. The team was pleased to see some members of the women's cooperatives learning from the workshops as well as expanding their operations. Four women from the community recently attended CONANP skills workshops, and the sewing cooperative has been busy preparing for the holiday season.

The October trip also brought some progress with the fishing cooperative. While the group has not expressed much interest in working with the Baja Project on previous trips, the team was able to experience a positive meeting with the fishing cooperative, ProNatura and CONANP. The team has offered to help with cost benefit analysis for use of the ice house. Additionally, Mr. Jameson has extended assistance to the CG aquaculture group to help them hire a marine expert.

With regards to education in the community, the team was pleased to meet the new secondary school teacher and see that the Kinder is well managed. The team will follow up with the professors about the use of donated computers in the classroom and will continue to monitor the progress of scholarship recipients throughout the year. Although the primary school has not recently been active with the community garden, the team was able to meet with the gardens' managers to discuss seeds and the next harvest. The team was also happy to be invited to get involved with the turtle project.

Overall, the trip was quite busy and productive. The Baja Project is excited about the enthusiasm displayed by some community members at the health meeting and looks forward to the next steps in developing a new health clinic. The team was also pleased to see cooperatives engaging with groups like ProNatura and CONANP and looks forward to offering computer skills workshops and a community meeting in December.

## Appendix I: Pictures



An aerial view of El Barril



The children of El Barril surprise Amy with a birthday serenade of Las Manañitas





Three members of the fishing co-op create a marketing plan.



Cristian practices presenting information about the turtle project.



Luis describes the new health clinic model at the community meeting.

## Appendix II: New Contacts

Carina (health committee member): [elizabeth\\_L23@hotmail.com](mailto:elizabeth_L23@hotmail.com)

Mobile clinic contact: [lorenachapisbere2008@hotmail.com](mailto:lorenachapisbere2008@hotmail.com)

ProNatura Contact: [cportillo@pronatura\\_noroeste.org](mailto:cportillo@pronatura_noroeste.org), [christiandan37@hotmail.com](mailto:christiandan37@hotmail.com)  
Skype: christiandan37

## Appendix III: Community Clinic Contract

Junta Comunitaria-El Barril  
Fecha: 22 de octubre de 2011

En este día, el 22 de octubre de 2011, en la Junta Directiva, los que firman abajo comprometimos a aportar dos días laborales en la construcción de la clínica de la comunidad. Si no podemos aportar mano de obra comprometemos a pagar un trabajador quien nos haga el día.

Nombre:

Firma: